

Message Text

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FM AMEMBASSY LAGOS

TO SECSTATE WASHDC IMMEDIATE 9844

INFO USDOC WASHDC

AMEMBASSY MONROVIA

AMCONSUL KADUNA

C O N F I D E N T I A L LAGOS 9575

E.O. 11652: N/A

TAGS: BENC, NI

SUBJECT: LAGOS/KANO HANGER AND MAINTENANCE BASE

REF: A) LAGOS 9052; B) STATE 192752; C) STATE 190940; D) STATE 190149

1. PER REFTEL B, FIRMS WHICH ARE PRE-QUALIFIED WILL NOT BE ANNOUNCED UNTIL MID-AUGUST. THREE AMERICAN FIRMS ARE SEEKING PRE-QUALIFICATION. IN ADDITION TO LOCKHEED AND ITAC, EMBASSY RECENTLY LEARNED OF INTERNATIONAL CONSORTIUM INCORPORATED. LOCAL REPRESENTATIVE FOR INTERNATIONAL CONSORTIUM IS WILLIAM FORD WHO WAS EMBASSY'S COUNSELLOR FOR DEVELOPMENT UNTIL 1976. OTHER MEMBERS OF THE CONSORTIUM ARE BURNS AND MCDONNELL, ENGINEERING CONSULTANTS FROM KANSAS CITY; DAME AND MOORE, CHICAGO; JENKINS AND FLEMMING, ST. LOUIS; AND HEGELJTH OBATA AND KASSABAUM (HOK), ST. LOUIS. CENTRAL PARTNERS FOR THIS PROJECT ARE BURNS AND MCDONNELL AND HOK WHO, TOGETHER HAVE COMPLETED SEVERAL OTHER 747 MAINTENANCE FACILITIES, THE MOST RECENT BEING OFFUTT AIR FORCE BASE IN NEBRASKA. OF THE THREE FIRMS, NONE ARE DEFINITELY PRE-QUALIFIED. HOWEVER, LOCKHEED'S HOLZWORTH REPORTS THAT HIS FIRM WAS ASSURED PRE-QUALIFICATION BY NIGERIA AIRWAYS (WT) OFFICIAL OKEKE.

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2. PER REFTEL C, MASTER PLAN IS NOT YET AVAILABLE. OKEKE SAYS OFFICIALLY THAT THEY WILL NOT BE RELEASED UNTIL AFTER THE DECISION IS MADE ON WHICH FIRMS ARE PRE-QUALIFIED. BOTH REPRESENTATIVES OF LOCKHEED AND INTERNATIONAL CONSORTIUM HAVE ASSURED US THAT THEY HAVE NOT BEEN ABLE TO SECURE A COPY OF MASTER PLAN SO ITAC IS AT NO PARTICULAR DISADVANTAGE.

3. PER REFTEL D, USDOC'S PRESUMPTION THAT EMBASSY WILL BE EVEN-HANDED WITH THREE KNOWN INTERESTED U.S. CONSORTIA IS CORRECT. EMBASSY WILL CONTINUE TO MAKE REPRESENTATIONS IN REGARD TO THIS VITAL AND IMPORTANT PROJECT.

4. RECENT CONVERSATION WITH FORD OF INTERNATIONAL CONSORTIUM TURNED UP SEVERAL PIECES OF NEW INFORMATION. MOST IMPORTANTLY, FORD HAS TALKED TO COMMISSIONERS OF FINANCE AND ECONOMIC DEVELOPMENT AS WELL AS CHAIRMAN OF NIGERIAN NATIONAL PETROLEUM CORPORATION. THREE OFFICIALS ARE MEMBERS OF ECONOMIC AND FINANCE COMMITTEE WHICH MUST GIVE FINAL APPROVAL TO ALL ECONOMIC PROJECTS. HE MAINTAINS THAT THEY ARE ALL VITALLY INTERESTED IN THIS PROJECT. SUCH HIGH-LEVEL INTEREST IS IMPORTANT IN NIGERIA TO ASSURE THAT ANNOUNCED PROJECTS DO NOT LANGUISH FOR YEARS. AS FORD UNDERSTANDS IT, OF THE MANY FIRMS THAT ARE PRE-QUALIFIED, FOUR WILL BE SELECTED AS FINALISTS AND THAT THEY WILL PROBABLY REPRESENT DIFFERENT COUNTRIES. FORD'S SOURCES INDICATE THAT PROBABLY ONLY ONE U.S. FIRM WILL BE SELECTED AS A FINALIST. FORD JUDGED THE TOUGHEST INTERNATIONAL COMPETITION TO COME FROM JAPAN, PARTICULARLY MITSUBISHI. HE SAID THAT QUOTE THEY ARE OFFERING EVERYTHING UNDER THE SUN AND ARE CARRYING MONEY TO NIGERIA IN BRIEFCASES UNQUOTE. HE CONCLUDED BY SAYING THAT HIS FIRM WAS VERY STRONG COMPETITIVELY AND HAD AN INNOVATIVE
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FINANCING PACKAGE, BUT THAT QUOTE WE ARE NOT GOING TO BUY THIS ONE UNQUOTE.
WYMAN

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NNN

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